WEATHER: FAIR

The Journal of Commerce

THE BUSINESS MAN'S DAILY

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POWER BILL PASSED

Great Fight In Nova Scotia Legislature Won By Government.

(Special Staff Correspondence.)

Halifax, May 15.—The Nova Scotia Tramways and Power Company's Bill which has been the subject of fierce discussion in the House of Assembly and in the press in Halifax for a month, passed its third reading this afternoon by a vote of 18 to 12. One opposition member, R. H. Butts, refrained from voting, and two Government members, Hon. G. E. Faulkner and R. E. Finn, voted against the bill. Otherwise the measure passed on strict party lines. Five amendments were rejected to-day. These were that the bill be given the three months' hoist; secondly, that it be amended so that it should not come into force till the expiration of the exclusive clause in the charter of the Halifax Electric Tramway Bill, which will be in September, 1916; thirdly, that the clause be struck out providing for the taking over of the Halifax Tramway property and franchise by the new power company.

The fourth amendment was that the bill be referred back to committee to be so amended that it should not come into force till it had been proclaimed by the Governor-in-Council, after taking a plebiscite vote of the citizens of Halifax on the bill and securing for it the approval of a majority of such vote. The last amendment, moved by Mr. Margeson, was designed to give the Provincial Government authority to take over, at a fair valuation, the works or work of the Nova Scotia Tramways and Power Company, whenever it should be found expedient in the public interest to do so.

This is a marked success for E. A. Robert and his associates who for two years have been seeking what they have now practically obtained.

ENGINEER RESIGNS POST.

(Special Staff Correspondence.)

St. John, May 15.—G. F. Palmer, resident engineer on Norton Griffiths Co., handling the Courtenay Bay contract, has resigned, his resignation to go into effect in two months. He left for Montreal last night. He expects to remain in Canada but has no further announcements.

"How did you come out of that deal in Wall street?

"I got several thousand dollars' worth of experience. But the price on experience has gone away off, with no chance that I can see of recovering."
—Washington Star.

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Stirs Up Flagging Spirit of People

Huerta Going About Streets of Mexico City With Words of Cheer

QUITE AT TAMPICO

Presence of German and American Warships in Harbour Tend to Discourage Possible Violence—Federal Battleships Steam Away.

(By Leased Wire to the Journal of Commerce.)

Vera Cruz, May 15.—Reports from Mexico City say that Provisional President Huerta is showing himself daily in all parts of the city in an evident attempt to encourage the people. His demeanor is cheerful, and he has words of encouragement and cheer for everybody he meets, even the humblest of the soldiers and citizens.

Not a word has been received here of the whereabouts of Sutton, correspondent of the Washington Post, and Dobster, of the International News Service, since they left the capital. If they have not been held up in the interior of the country it is surmised that they may be at Puerto, Mexico, waiting for a steamship to carry them away. The American warships have gone up the Panuco River at Tampico.

Conditions in Tampico remain quiet, according to the reports received from there to-day. Details, however, following the taking of the city by the Federal forces, are lacking. It is believed that the presence of the German cruiser Dresden, and that of the American war vessel in the harbor, have a salutary effect in checking whatever tendency to violence might have developed.

Ships Steam Away.

Whatever interest was excited by the report of yesterday that the two Federal battleships, Zaragosa and Bravo, had gone over to the Constitutionalists or were destroyed, has been dissipated by the report from Rear-Admiral Mayo that the vessels had steamed away from Tampico, bound for Puerto, Mexico. The United States gunboat Tacoma, and two destroyers are following them.

Rear-Admiral Mayo determined that the interests represented in the oilfields up the Panuco River were entitled to protection and so has taken the Desmoines and steamed to where he can be close enough to check any untoward demonstration against the properties or the lives of the employes of all nations who remain at the works.

Conference Postponed.

Washington, May 15.—It was announced to-day at the State Department that the A. B. C. mediation conference on the Mexican situation planned for Monday next has been postponed until Wednesday, May 20.

The reason for the postponement is the impossibility of the Huerta delegates to arrive at Niagara Falls in time. The conferences will be held in the Clifton hotel on the Canadian side.

MARITIME TRADE.

(Special Staff Correspondence.)

Halifax, N.S., May 15.—The fine weather which developed in the latter part of April gave a bit of a start to Maritime business. Travellers, who a week or so ago started out on their respective grounds after going through their samples, are sending in very good orders. Numerous enquiries coming from different parts of the country as to when travellers will be in those particular vicinities indicates that the trade are short of goods. Among lines that are particularly wanted at this time may be named carpets and oilcloths and other goods that are needed at house cleaning and moving time.

There is very little change in the prices of various raw materials, but the tendency both in cotton and wool is towards higher prices. It is very hard to get quotations from manufacturers using wool for any distance ahead—that is to say, manufacturers are not prepared to quote for next fall on today's market. Reports from Manchester indicate that business in that market has improved considerably during the past six weeks. Manufacturers are busy and the price of raw cotton has advanced somewhat.

LONDON WOOL AUCTION.

London, May 15.—A miscellaneous selection amounting to 11,289 bales was readily disposed of at firm prices at the wool auction sales yesterday. The home trade and Americans completed spiritedly for best grades of greasers taken.

Queensland, 100 bales; scoured 1s 1⅛s to 1s 11d, greasy ½d to 11½d. Victoria, 1,000 bales, scoured 1s 1d to 2s 4½d, greasy 8d to 1s 8d. South Australia, 400 bales, scoured 1s 4d to 1s 11d, greasy 6½d to 1s 3d. Tasmania, 100 bales, greasy 9¾d to 1s 1d. New Zealand, 8,800 bales, scoured nile, greasy 7¼ to 1s 2½d. Cape of Good Hope and Natal, 300 bales, scoured 1s 1d to 1s 11½d, greasy 7d to 1s.

RUSSIAN CROP TROUBLE.

(By Leased Wire to The Journal of Commerce.)

New York, May 15.—Broomhall's agent in Russia cables that crop conditions are generally favorable, but reports of dryness for new seedings are coming to hand. Arrivals to ports are, in some cases, larger, but considering the reported large interior holdings, shipments are very disappointing and there is no disposition to press sales. Holders are firm. Mediterranean countries absorbing the bulk of offers. The quantity offered is only fair.

FORTY YEARS SECRETARY.

George W. Ely, the secretary of the New York Stock Exchange, has been connected with that body for forty years.

LOOK FOR AMENDMENTS TO C.N.R. PROPOSAL NOW

Speeches Yesterday Said To Have Resulted in Stiffening of Opposition to Government Policy

ARE REAL OPERATORS

Edmund Bristol In Reply To R. B. Bennett's Speech Eulogises Work of Mackenzie and Mann—Defends System of Bond Guaranteeing—Member for Centre Toronto Continues Debate on Railroad Aid This Morning.

(Special Staff Correspondence.)

Ottawa, May 15.—The speech of R. B. Bennett in the Commons yesterday of the C. N. R. issue is the principal subject of conversation among members of Parliament to-day. Mr. Bennett's analysis of C. N. R. financing and of the agreement entered into by the Government for further aid, is said to be the result of months of study and personal investigation. His statement of the case has thrown much new light on a situation concerning which members of both sides of the House frankly admit they need enlightenment. The result of his speech and that of Mr. Nickle's will almost certainly be to stiffen the opposition to the agreement as brought down, and it would not be surprising if when the bill comes up for second reading, some amendments were incorporated in the legislation as now drafted. Premier Borden and Hon. Arthur Meighen both intimated on Thursday that if further safeguards of the public interest were found necessary the Government would be quite prepared to insert them. Both Messrs. Bennett and Nickle will speak again when the bill based on the resolution now before the House comes up for second reading. They say they have much further information of import and are by no means through with their criticisms.

Sir Wilfrid Speaks Again.

Sir Wilfrid Laurier will also deal with the question much more fully on second reading and a Liberal amendment will be forthcoming then.

There is still, however, one reason to doubt that the aid proposals will become law before Parliament prorogues.

Edmund Bristol, of Centre Toronto, in continuing the debate this morning, dealt at length with the speech made by the member for Calgary last evening. "The Honorable member for Calgary," declared Mr. Bristol, "need not imagine that he alone holds the public conscience of the country." He denied that the Government's course had been influenced by lobbying. If there had been any lobbying it would have been the worse for the men charged with having done the lobbying.

Defends Bond Guaranteeing.

Mr. Bristol defended the system of bond guaranteeing. "I venture to say that the system of Government guarantees has been better and cheaper than any system devised by any government or any person. The guarantees enabled the company to get cheaper money and by getting cheaper money the fixed charges have been reduced and rates therefore lowered."

Mr. Bristol maintained that the Government had made all possible investigation which would have been made into the finance of the C. N. R. It could only be done through expert auditors and this had been the course pursued. The Bank of Commerce, which was behind Mackenzie and Mann in financing the road, would naturally have been one of the first to protest against the milking of the road by Mackenzie and Mann if they had attempted to do that as charged. These two men undoubtedly knew more about railway construction than any other men in Canada to-day. They had begun as contractors and having abounding faith in Canada, had undertaken a stupendous undertaking. They had given the West its first real railway competition.

Are Real Operators.

The member for East Toronto dealt at some length with the physical condition of the road which had been impugned by the member for Calgary. "The proof of the pudding," said Mr. Bristol, "is in the eating of it. The road has saved the West forty millions in rates since it was inaugurated. The whole theory of building then was to bring the grain of the farmer to the main line. It was not necessary that the lines should be of a high standard, but during 1912 the C. N. R. carried a million and a half passengers and only killed one. In 1913 they carried two millions and none was killed. They don't kill any one; they provide competition and they carry traffic. No one will say that these men are not operators in the face of that?"

During the last four months, the road had carried to Port Arthur 40,000 cars of grain at the rate of 325 per day. The best the C. P. R. ever did on a single track was to carry 250. It was an achievement which anyone might be proud of.

"As for the member for Calgary," declared Mr. Bristol, in conclusion, "I am afraid that he has acted so long and so often as counsel for the Canadian Pacific against the Canadian Northern that his judgment has become warped and he is unable to approach the question with an open mind."

WAITING TO PASS

Freight Piling Up At Both Ends of Panama Canal.

(By Leased Wire to the Journal of Commerce.)

Panama, May 15.—Five empty freight barges passed through the Panama canal from Colon to Balboa today, and will be laden to carry back a cargo. Owing to an accident to the dredge Gamboa, the channel through Cucuracha will not be completed probably until Sunday morning. This has occasioned delay in passing the Panama river steamer through. Several vessels are here already, awaiting an opening to pass from the Atlantic. The tremendous congestion of traffic in interoceanic commerce caused Colonel Goethals to decide to permit the barges to go through as soon as the depth of water would permit. With the line over the Tehuantepec Peninsular closed, owing to the war in Mexico, and with the Panama swamped with business, freight of all classes was piling up daily at both terminals of the canal.

EFFECT OF WAR ON BUSINESS.

Theodore E. Burton in his book "Financial Crises" has this to say about the effect of war on business: "The loss occasioned by war, whether in the form of actual waste or destruction or by the withdrawal of productive laborers, is another way in which capital is wasted. During war and for a time thereafter the true situation is obscured by exceptional activity by the fact that labor is generally employed, prices are high and rising, and speculation is rife. The after effect is not unlike the experience of a spendthrift, who wastes his substance in excessive expenditure, enjoying the time, but soon awakes to the fact that his sources of support are gone."

WEST KOOTENAY POWER.

The West Kootenay Power Company has declared a dividend of 1¼ per cent. payable June 1st to shareholders of record May 29th.

CLEAN UP WEEK BEGINS

Work Will Start With Sermons in Various Churches Sunday.

Montreal's clean-up campaign is to be inaugurated to-morrow and will continue in its various phases throughout the week. The following is the programme:—

Sunday.—Sermon day.
Monday.—Fire prevention day.
Tuesday.—Front yard day.
Wednesday.—Back yard day.
Thursday.—Sanitation day.
Friday.—Paint up day.
Saturday.—Children's day.

The following gentlemen are responsible for this movement in the right direction: Fred. Abraham, Hon. Chairman; F. A. Covert, Chairman; J. Sophus, Hon. Secretary. Directors:—Chief J. Tremblay, L. R. Greene, U. H. Dandurand, Professor J. G. Adami, Lyon Cohen. Committees:—F. Abraham (Finance); E. Montet (Publicity); A. B. Ware (Educational); Dr. W. H. Atherton (Co-operation); F. A. Scroggie (Merchants); Dr. S. Boucher (Childrens); Dr. J. J. Guerin (Sanitation); Harry H. Kay (Operating); E. T. Sayers (Emergency). Hon. Treasurer, J. Thurston Smith. Hon. Auditor, H. Murray Gardner.

LOU MARSH SHOWS SPEED.

(Special Staff Correspondence.)

Toronto, May 15.—Lou Marsh, assistant sporting editor of the Star, flew from Toronto to Hamilton this morning in 32 minutes and 17 seconds. The distance is estimated at 40 miles, so that the hydroplane "Sunfish," which was used, developed an average speed of 72 miles an hour for the journey. A fresh north-westerly breeze had no effect upon the ease with which the hydroplane was navigated.

STANDARD OIL DIVIDEND.

New York, May 15.— The Standard Oil Company of New Jersey declared regular quarterly dividend of $5 per share, payable June 15 to stock of record May 20.

The principal stories in to-day's issue, which may be found in their respective departments, are:
Satisfactory Week Experienced in Cottons.
Produce Market Steady, Except Cheese, Which Declined.
Grain and Other Commercial Markets.
What Becomes of Bad "Risks" Refused by Life Ins. Cos?
Merchants' Bank Report.

Flag At Half Mast in Ottawa

Ministers Join in Expressing Regret at Hon. F. D. Monk's Death

AN OUTSTANDING FIGURE

Prime Minister, In His Speech, Tells of Political Differences, Which, While Leading to Late Mr. Monk's Retirement, Left No Personal Ill Will.

(Special Staff Correspondence.)

Ottawa, May 15.— The flag on the tower dropped to half mast, and Parliament mourned this morning for the passing of Hon. F. D. Monk. The news of the death of the late Minister of Public Works, was received with expressions of sincere regret by members on both sides of the House. The Prime Minister took occasion before the orders of the day were called, to refer to his late colleague, and to express the sorrow of the House.

"There have been marked differences between us at times," declared the Prime Minister, "and though they resulted in his retirement from the Government, they did not interfere in the slightest degree with our personal friendship. He was a great lawyer, a great Parliamentarian, a man of great industry, and a commanding figure in public affairs. Perhaps it might be said that his temperament did not suit him for Parliamentary work, for he was a man of singularly sensitive disposition. His public career was marked by a high sense of duty, and his death leaves a great blank in the public life of Canada. There is no one who mourns him more than I do."

"Those of us who have known him as I have done, since the days of his youth," said Sir Wilfrid Laurier, Leader of the Opposition, "can appreciate the sterling qualities of the man who has gone. His bad health can be traced to the day when he lost the most charming wife, a wife who had been to him a comrade, adviser, and friend. It was a great blow. We knew him as belonging to a family which was an adornment to public life, but as my right hon. friend has said, his temperament and disposition fitted him rather for the bench than for parliament. Speaking for those who on this side of the House, differed with him on many points, I desire to say that in conveying to the members of his family the condolences of his friends, there be also conveyed the condolences of his opponents."

Hon. L. P. Pelletier, the Postmaster-General, and Hon. Rodolphe Lemieux, from either side of the House, voiced the sorrow of the French-Canadian people of Quebec at the death of one of their most distinguished figures.

Hon. C. J. Doherty, Minister of Justice, a long and close friend of Mr. Monk, also added his tribute. His voice shook, and it was with difficulty that he managed to proceed. "He gave to the service of his country the best years of his life," said he. His was an unselfish devotion, which every one knew. To me it is a personal loss. We were born in the same year and in the same district. We were boys together, and we grew up in a lifelong friendship. On this account I must crave the pardon of the House for having risen in my seat just now."

LATE HON. F. D. MONK

Outstanding Figure n Canadian Public Affairs Passed Away This Morning.

The Hon. F. D. Monk, who died at his home this morning, was one of the outstanding figures in Canadian political life. Mr. Monk was exceptionally well qualified to take a leading place in the country's affairs. He was educated at Montreal College and at McGill University, being called to the Bar in 1878. He was created a Queen's Counsellor in 1893. For a great many years he was Professor of Constitutional History at Laval University, Montreal, and for twelve years a School Commissioner for the City of Montreal. He was elected to the House of Commons at the General Election of 1896, and was re-elected at the General Elections of 1900, 1904, 1908, and 1911 as representatives of Jacques Cartier. While in Opposition he was for a number of years leader of the Conservaties from the Province of Quebec.

When the Hon. R. L. Borden was elected Premier in the fall of 1911, Mr. Monk was given a seat in the Cabinet as Minister of Public Works. Failing health and inability to see eye to eye with his leader on the navy question, led to his resignation as Minisert of Public works about a year ago. Since that time, he has been seeking health in various parts of the country, but lately his condition became so grave that he was forced to resign his seat in the House and drop all work. For the past month or two he has been failing very rapidly and his end was not unexpected.

The late Mr. Monk was born on April 6th, 1856, so that he was just entering his fifty-ninth year. His father was the late Hon. S. C. Monk, a judge of the Court on Queen's Bench, while his mother was Rosalie Debartzch. His father was English, while this mother was French, and, in many ways, the late Minister of Public Works inherited the strong qualities of the two races. Personally, he was one of the most likeable of men in the House of Commons, while among his associates in the legal profession and in business he was highly respected.

WESTERN POWER CO.

New York, May 15.— At directors' meeting of Western Power Co., F. Lothrop Ames, of Boston, was elected president. Irving W. Bonbright was elected a member of the executive committee.

The Canadian Bank of Commerce
Head Office—TORONTO
Paid Up Capital - - - - - - $15,000,000
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With Branches throughout Canada and in the United States, England and Mexico, and Agents and Correspondents throughout the world, this Bank offers unsurpassed facilities for the transaction of every kind of banking business in Canada or in foreign countries.
Collections Effected Promptly and at Reasonable Rates

The Crown Trust Company
145 St. James Street - Montreal
Paid-up Capital - $500,000.00
A trust company for the public's service, able and willing to act in any approved trust capacity. Enquiries invited.
Irving P. Rexford - Manager

A TREAT FOR AD. MEN

Mr. Larry Greene Dispells a Well-Trusted Business Illusion.

A treat was what was given the Montreal Advertising Club last evening, when Mr. Larry Greene, advertising manager of the Sherwin-Williams Company, Limited, addressed a number of the members and friends. The meeting was made additionally attractive by having Colonel George H. Ham, in the chair. The Colonel had received many congratulations from the club on his new honor, the title of Colonel, which the Hon. Col. Sam Hughes had so recently conferred upon him. He introduced Mr. Greene in a felicitous speech and had everyone in good humor at once.

Mr. Greene used a plain diagram showing by lines and circles the position of sales manager, advertising manager, and then the general manager all radiating towards the retailer and to one another. He started by saying that the old expression that "competition was the life of trade," was as obsolete as night caps nowadays as co-operation had driven it into oblivion. He showed carefully how the sales-manager and the ad. manager worked together to help the retailer and all under the direction of the general manager. He dealt with the relation of the salesmanager to the sales force and then the advertising department to the retailer through the sales force and then direct to the retailer. The finest force for getting good co-operation was in the annual or semi-annual conventions. There, was bred the germ of many a big commercial success. The best way to get close to any selling force was to meet them face to face. He gave examples of convention programmes, some of their own company, some of others, and emphasized the power there was in one salesman knowing just what the other was doing and also what was in embryo. The salesmen must be thoroughly acquainted with all forms of the advertising campaigns. The sales promotion department always worked closely with the sales department and especially with the individual salesman. He showed the value of daily town reports, that is every salesman made a report upon his call and that was followed up after he left the territory and often sales resulted. This also gave the firm complete control of a field which in the old days was in the hands of the salesmen entirely.

Advance letters and advance literature on a field always paved the way for increased sales, then small bulletins kept salesmen posted as to what was being done by the advertising department. The salesmen invariably discussed these bulletins and would often write in suggestions which in turn were sent out.

Newsiness was always appreciated in these matters and rivalry was encouraged. House organs as helps to carry over a campaign were advocated and he showed a house organ of the Burroughs Adding Machine Company, which he considered one of the best. The chief peril of a house organ was its staleness. No firm could keep hammering all the time at customers in the same way.

The salesmen even must carry new ideas to the retailer who is far from big centres and cannot hear the latest always. In fact, call it all what you wish, it was mutuality of selling that was the backbone of success.

Caruso Heard 90 Miles by Wireless

Philadelphia and Ships at Sea Get Tenor's Notes by Phone

NEW APPARATUS TESTED

Successful Experiment Also Includes Oral Tidings of the Fall of Tampico.

New York, May 15.—Wireless operators at Sandy Hook, Sea Gate and Atlantic Highlands and on ships leaving the harbor, together with scores of amateur wireless enthusiasts in Greater New York and along the Jersey coast, were mystified yesterday afternoon over hearing through their receivers the voice of Caruso singing.

Most of the delighted ones did not know to whom they were indebted for the canned solos of the great tenor, but it wasn't long before some of them found out that the concert was a part of a wireless telephone test made by the Marconi Wireless Telegraph Company at its station on the roof of the Wanamaker store in this city. Not only were the tenor's phonographic tones clearly heard by the operator at the wireless station at the Wanamaker store in Philadelphia, but a commercial message, dealing with ordinary business of the day, was communicated by voice through the air for the first time from New York to Philadelphia.

Incidentally the Marconi people had a talk with the Southern Pacific steamship Antiles, which sailed at noon for New Orleans. At 4 o'clock a wireless was received from David Sarnoff, aboard the Antilles, saying that the telephonic operatic selections sent out from the Wanamaker station had been "received."

At 7.35 o'clock last evening a cable message from Vera Cruz, received at 7.30, was telephoned by wireless to the Antilles and the ship's operator got it when the ship was about seventy-five miles off the Scotland lightship. He relayed it by wireless to the Marconi station at Cape May, from which point confirmation of its receipt was telephoned to the New York senders.

VACATION IN EUROPE.

Frank Trubmull, chairman of the Chesapeake and Ohio Railroad, will start tomorrow for a two months' vacation in Europe.

Pilgrimage to Lourdes and Rome
Under Episcopal Patronage
Will leave Montreal and Quebec by the palatial Allan R. M. S. "ALSATIAN" (18,000 tons) JULY 2nd
Under the spiritual direction of Monseigneur Paul Eugene Roy, Bishop of Quebec and P. J. Galvin, B.A., St. Peter's Cathedral, Peterboro, Ont.
Visiting England, France, Italy and Switzerland.
Hotel accommodation at Lourdes (not outlaying places) during the Eucharistic Congress
A Private Audience with the Holy Father. All necessary travel expenses included
Persons may join or leave party at any point desired—Rates quoted accordingly.
Write for descriptive programmes, etc.—
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